

Message Text

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PAGE 01 STATE 049232
ORIGIN AF-08

INFO OCT-01 ISO-00 EB-08 /017 R

DRAFTED BY AF/E:GWSCOTT:PS
APPROVED BY AF/E:RSPST
-----060237 044192 /73
R 050128Z MAR 77
FM SECSTATE WASHDC
TO AMEMBASSY ADDIS ABABA

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FOR MR. WILSON FROM KARL SANDELIN

E.O. 11652: N/A

TAGS EIND, ET

SUBJECT: KALAMAZOO SPICE

REF: ADDIS 847 AND PREVIOUS

1. FOLLOWING IS BEING FORWARDED TO YOU AT REQUEST OF
KALSEC, INC.:

2. BEGIN TEXT: MANY THANKS FOR YOUR REPORT RECEIVED FEB.
14. WE HAVE PLACED ORDER WITH ESESCO FOR 50 TONS AND HAVE
OPENED LETTER OF CREDIT FOR THE FIRST 25 TONS SPECIFYING
SHIPMENT TO PUBLIC WAREHOUSE IN LONDON FOR SAMPLING, FOR-
WARDING OF SAMPLES TO INDEPENDENT QUALITY LABORATORY IN
NEW YORK. THE GOODS ARE TO BE HELD AT THE PUBLIC WARE-
HOUSE IN LONDON PENDING RECEIPT OF A BANK IN LONDON OF OUR
PAYMENT IN FULL BASED ON THE FINDINGS OF THE NEW YORK
QUALITY CONTROL LABORATORY.

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PAGE 02 STATE 049232

3. THE TERMS WHICH ARE CONTAINED IN OUR OFFER TO ESESCO
ARE STANDARD COMMERCIAL TERMS CONSIDERING THE VALUE OF THE
MERCHANDISE. THE UTILIZATION OF AN INDEPENDENT PARTY AS
TRUSTEE IS COMMON.

4. IN OUR OPINION, THE INSISTENCE ON PAYMENT OF 95 AGAINST
DOCUMENTS UNDER THE CIRCUMSTANCES CURRENTLY PREVAILING WILL

ONLY SERVE TO NULLIFY EXPORT OPPORTUNITIES FOR THE PRODUCT PRODUCED BY ESESCO, WHETHER TO OURSELVES OR ANOTHER FIRM IN THE INDUSTRY.

5. WE ARE ALSO INDICATING TO THEM OUR WILLINGNESS TO OPEN 10 TON L/C AND TO PAY 95 AGAINST SHIPMENTS BY AIR OF 2 1/2 TONS EACH, WITH EACH SUBSEQUENT SHIPMENT AUTHORIZED FOLLOWING APPROVAL OF PRIOR ONE. WE HOPE WE CAN AGREE, SOMEHOW; YOUR ASSISTANCE HAS BEEN APPRECIATED.

6. IN TERMS OF COMMERCIAL INTELLIGENCE, IT WOULD BE VERY BENEFICIAL FOR KALSEC TO KNOW WHETHER THE ETHIOPIAN PLANT IS OPERATING OR NOT, AND WHETHER THEY IN FACT DO HAVE RAW MATERIALS IN THEIR WAREHOUSE. ARE CONDITIONS IN ETHIOPIA SUCH THAT 100 TRUCK LOADS OF CHILLIES COULD BE TRANSPORTED FROM THE GROWING AREA AROUND BUTA JIRA TO THE FACTORY?

7. WITH BEST WISHES AND MANY THANKS, SINCERELY, KARL R. SANDELIN, VICE PRESIDENT. END TEXT.

8. FYI: WE HAVE INFORMED MR. SANDELIN THAT INFO IN PARAGRAPHS 2 THROUGH 5 IS BEING PASSED TO YOU FOR YOUR INFORMATION ONLY, AND THAT EMBASSY CANNOT ACT AS KALSEC'S NEGOTIATING AGENT IN ETHIOPIA. WE LEAVE IT TO YOU TO DECIDE WHETHER YOU CAN PROPERLY GATHER INFORMATION REQUESTED IN PARAGRAPH 6, OR WHETHER IT WOULD MEAN FURTHER INVOLVEMENT IN THIS COMMERCIAL RELATIONSHIP TO THE LIMITED OFFICIAL USE

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PAGE 03 STATE 049232

DETRIMENT OF EMBASSY'S OVERALL RESPONSIBILITIES.

CHRISTOPHER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FLAVORINGS
Control Number: n/a
Copy: SINGLE
Sent Date: 05-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE049232
Document Source: CORE
Document Unique ID: 00
Drafter: GWSCOTT:PS
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770077-0247
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770389/aaaadadw.tel
Line Count: 101
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 02b712bd-c288-dd11-92da-001cc4696bcc
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Handling Restrictions: n/a
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Review Media Identifier:
Review Release Date: n/a
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Review Withdrawn Fields: n/a
SAS ID: 3194941
Secure: OPEN
Status: NATIVE
Subject: KALAMAZOO SPICE
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